

Message Text

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ACTION NEA-10

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FOR NEA/A
V

E.O. 11652: N/A
TAGS: MASS, US, TC
SUBJ: STATUS OF UAE PURCHASE OF PATROL BOATS

1. WOULD APPRECIATE NEA/ARP PHONING MR. JOEL LE BLANC OF HALTER MARINE, NEW ORLEANS, LA. TEL 504-254-1222 CONCERNING PRESENT STATUS OF PURCHASE BY UAE OF FAST PATROL BOATS. THIS IS IN RESPONSE TO MR. LEBLANC'S PHONE CALL TO THE AMBASSADOR ON JUNE 16 IN WHICH HE SAID WOULD BE SENDING TWO MEN FROM HIS FIRM TO DISCUSS HALTER MARINE'S OFFER TO SEEL SIX, DIESEL POWERED ALUMINIUM OR STEEL HULLED 150 FT FAST PATROL BOATS.

2. AT MOMENT, THERE ARE TWO PATROL BOAT REQUIREMENTS PRESENTLSR PENDING IN UAE: (A) ONE IS FOR COAST GUARD PROJECT WHICH IS STILL ON THE INTERIOR MINISTER'S DESK FOR SIGNATURE AND FOR WHICH HALTER MARINE IS ONE OF AMERICAN FIRMS ON LIST SUBMITTED BY USDOC AND IS ONE OF FIRMS WHICH WE EXPECT MINISTRY OF INTERIOR WILL INVITE TO SUBMIT DOCUMENTS FOR PRE-QUALIFICATION.

(B) OTHER IS FOR NAVL FORCES, WESTERN COMMAND REQUIREMENTS. IN THI CASE, NO BIDS WER ISSUED FOR THIS REQUIREMENT AND NAVAL FORCES DIRECTLY APPROACHED DIFFERENT LIMITED OFFICIAL USE

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FIRMS ON THEIR OWN. OUR LATEST INFORMATION IS THAT NAVAL FORCES HAVE NOW DEFINITELY DECIDED TO PURCHASE FOUR FAST PATROL BOATS FROM WEST GERMANY ON A COMMERCIAL BASIS. DURING RECENT VISIT OF DEPUTY CINC SHAIKH KHALIFA BIN ZAYID AND WESTERN FORCES COMMANDER SHAIKH SULTAN BIN ZAYID TO FRANCE, THEY AND UAE NAVAL FORCE COMMANDER CAPTAIN NABIL MADWAR MADE A SIDE TRIP TO WEST GERMANY FOR FURTHER

DISCUSSION ABOUT BOAT PURCHASES. AS RESULT THESE DISCUSSIONS,
FIRM DECISION APPARENTLY HAS BEEN MADE TO PROCEED WITH SIGNING
OF CONTRACT FOR FOUR 150 FOOT PATROL BOATS.

(C) UAE PURCHASING HULLS ONLY. ARMAMENT FOR NAVAL FORCE
IS LIKELY TO BE BOFORS WITH CONSIDERATION BEING GIVEN TO INSTALLATION
OF FRENCH EXOCET MISSILE. COMMUNICATIONS AND ELECTRONIC EQUIP-
MENT WILL BE PURCHASED EITHER FROM FRANCE OR SWEDEN
(ALTHOUGH RECENT VISITOR CLAIMS NAVAL FORCE WILL BUY PHILLIPS
FIRE CONTROL SYSTEM).

(D) WISH REITERATE THAT SINCE NO TENDER ISSUED NOR WERE
INVITATIONS BID REQUESTED FOR NAVAL FORCE SALES, PERSONAL
INTERVENTION BY AMBASSADOR WOULD BE COUNTER-PRODUCTIVE.
FOREGOING PROVIDED FOR HALTER MARINE BACKGROUND SHOULD IT
STILL DECIDE TO SEND TWO REPRESENTATIVES TO UAE.

3. FYI: DURING MR. LEBALNC'S CONVERSATION WITH THE
AMBASSADOR, HE CLAIMED THAT FRENCH, BRITISH AND GERMAN
AMBASSADORS HAD BEEN VERY ACTIVE WITH UAE AUTHORITIES IN
PUSHING BOAT SALE, PARTICULARLY SINCE THEIR COUNTRIES COULD
ALSO PROVIDE ASSOCIATED ARMAMENTS. HE SUGGESTED AMERICAN
AMBASSADOR ALSO GET WITH IT FOR HALTER MARINE, WHICH HE CLAIMED
WAS ONLY US FIRM BIDDING ON NAVAL FORCES REQUIREMENT. DURING
CONVERSATION, AMBASSADOR REVIEWED ARMS RESTRAINT POLICY WHICH
US HAS PURSUED IN LOWER GULF FOR NUMBER OF YEARS. IN CONVEYING
INFORMATION PARA 2 ABOVE TO MR. LEBLANC, NEA/APR MIGHT
WISH REITERATE GENERAL US ARMS SALES POLICY.

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